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Release of Results – 4Q22

March 29, 2023

HIGHLIGHTS

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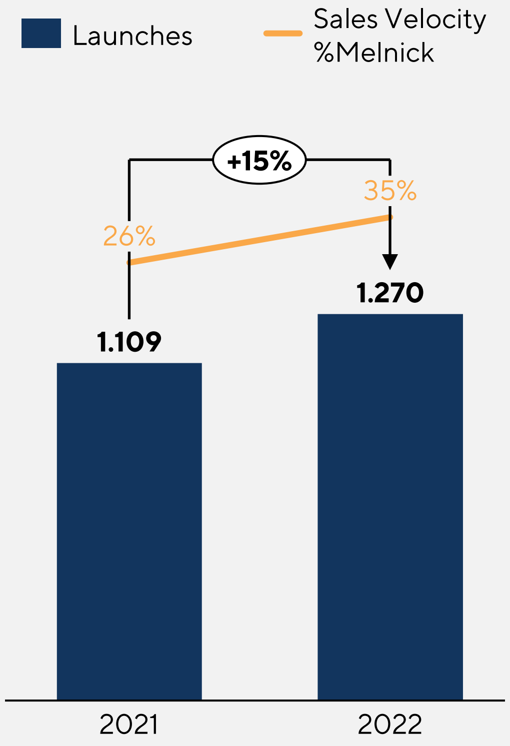
Launches

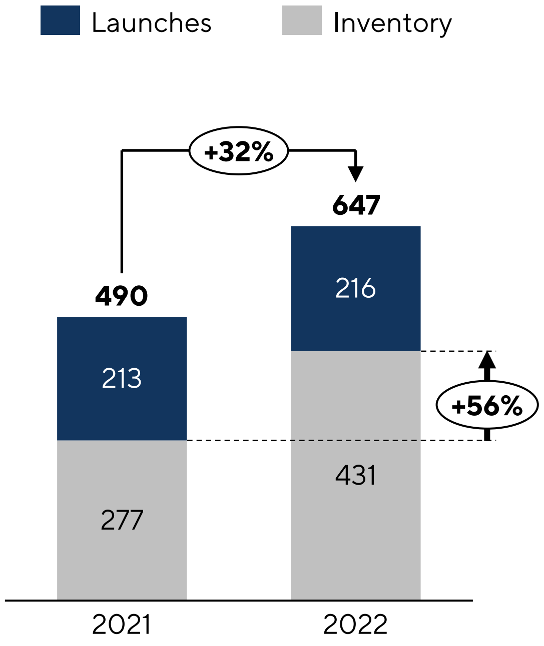
Increased launches with good sales velocity of launches.



Net Sales[1]

32% growth in net sales in 2022.

Sales of remaining units went up by 56%.



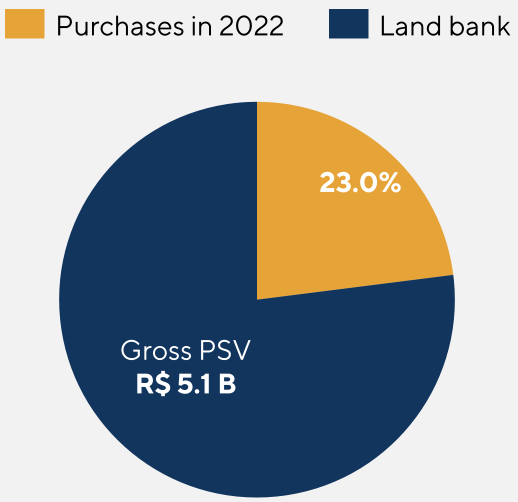
(1) PSV of physical swap and sales commissions, net.

Solid Land Bank

R$ 5.1 B Gross PSV

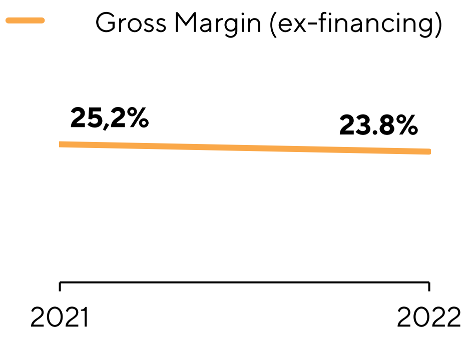
R$ 3.7 B PSV % Melnick

R$1 B in PSV approved, accounting for 28% of the land bank.



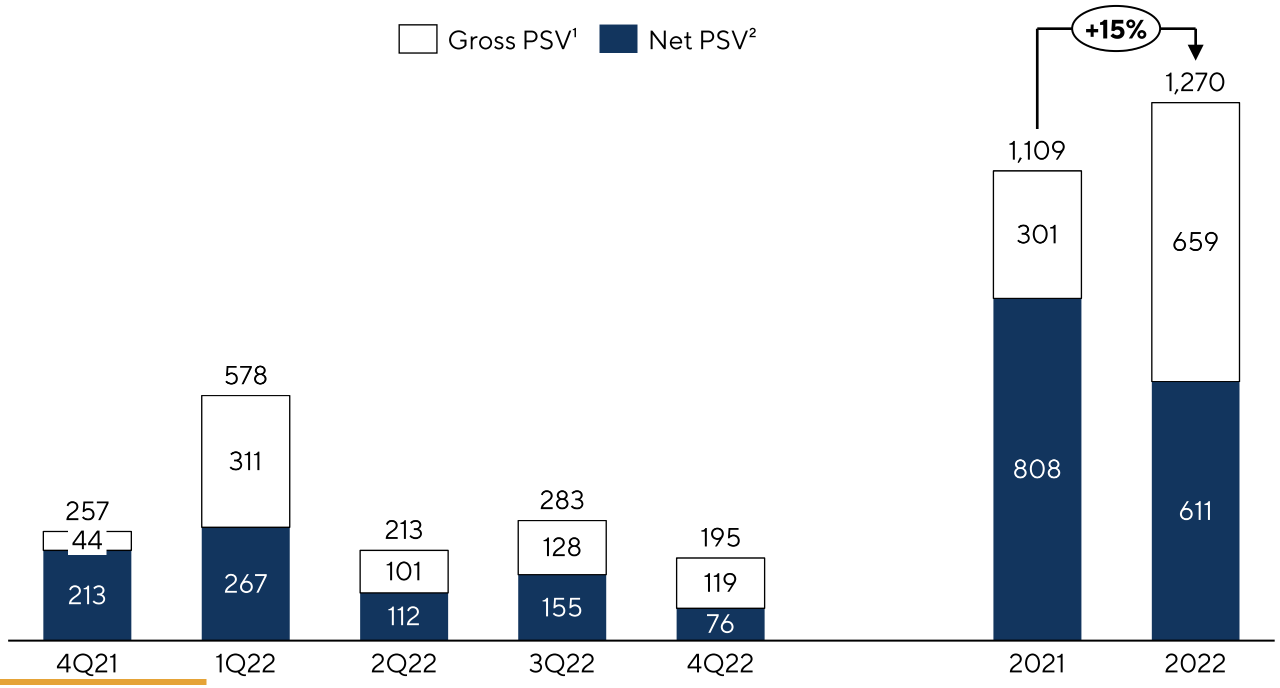
Gross Margin

Sustained gross margin despite the inflation.

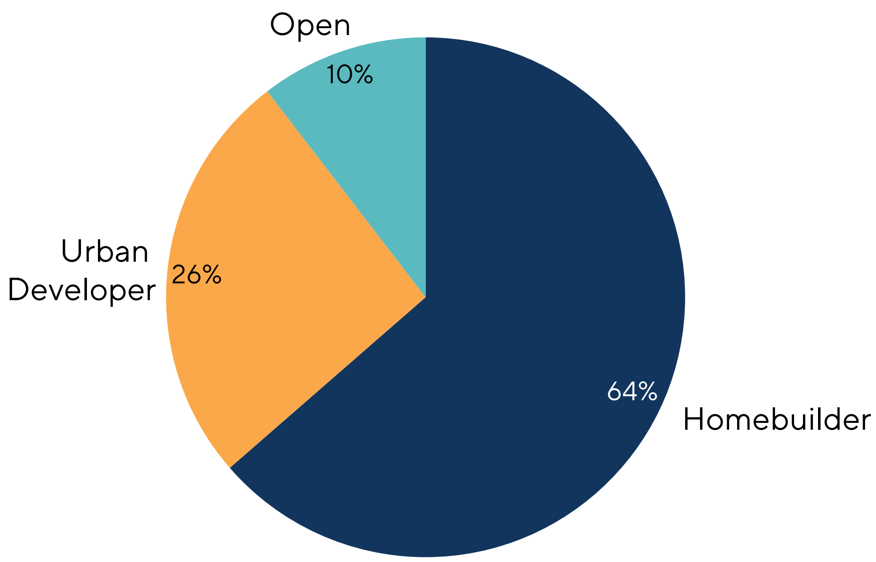


Projects	Business	Gross PSV[1] (R$ '000)	Melnick's PSV[2] (R$ '000)	Usable Area[3] (m2)	Untd.[3]	Average Unit Value (R$ '000)	Segment
4Q22		**195,396**	**76,353**	**120,904**	**670**	**467**	
Grand Park Moinhos - Fase 1	R.E	62,258	50,087	7,450	112	447	Residencial
Arbo Village Park	LOT	45,125	13,989	83,411	430	120,120	Lot development
The Garden - Fase 2	LOT	88,012	12,278	30,043	128	688	Lot development
Total		**1.270,167**	**611,386**	**321,995**	**1884**	**594**	

Launches by quarter (%Melnick – R$ million):



Breakdown of business units launched 2022 (Total PSV - R$ million):

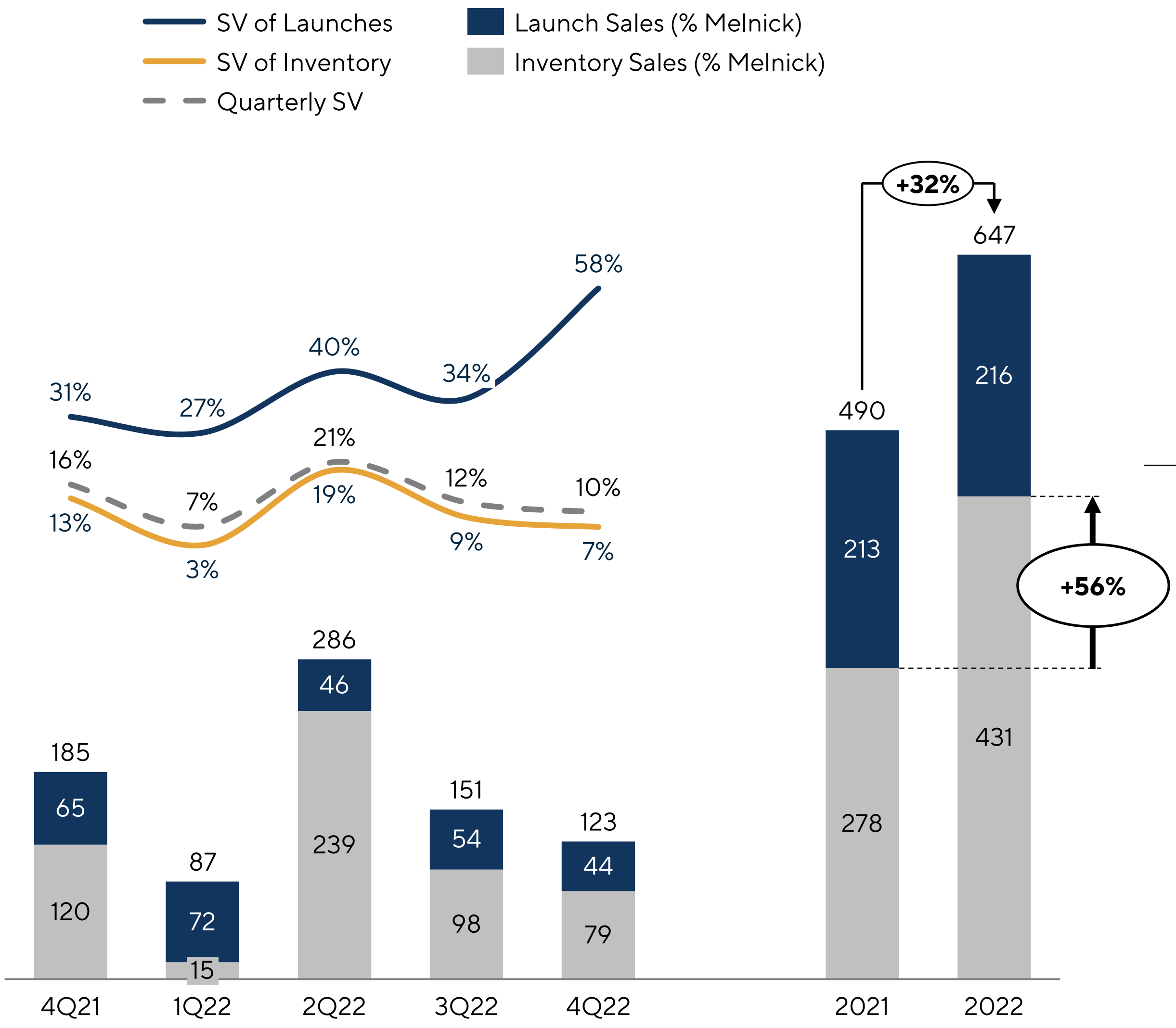


(1) PSV of physical swap and sales commissions, gross.

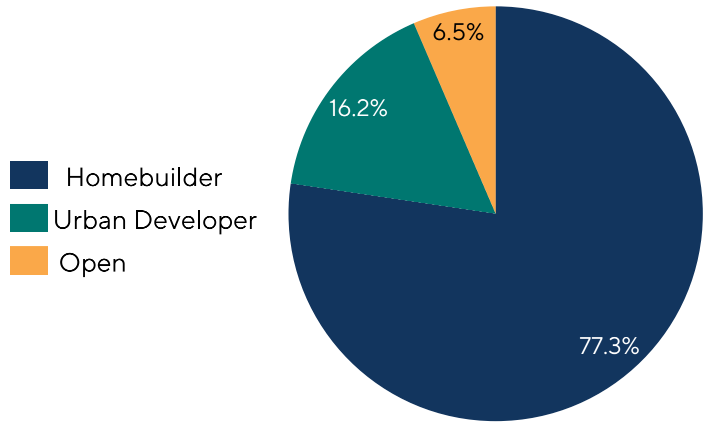
(1) PSV of physical swap and sales commissions, gross.

NET SALES

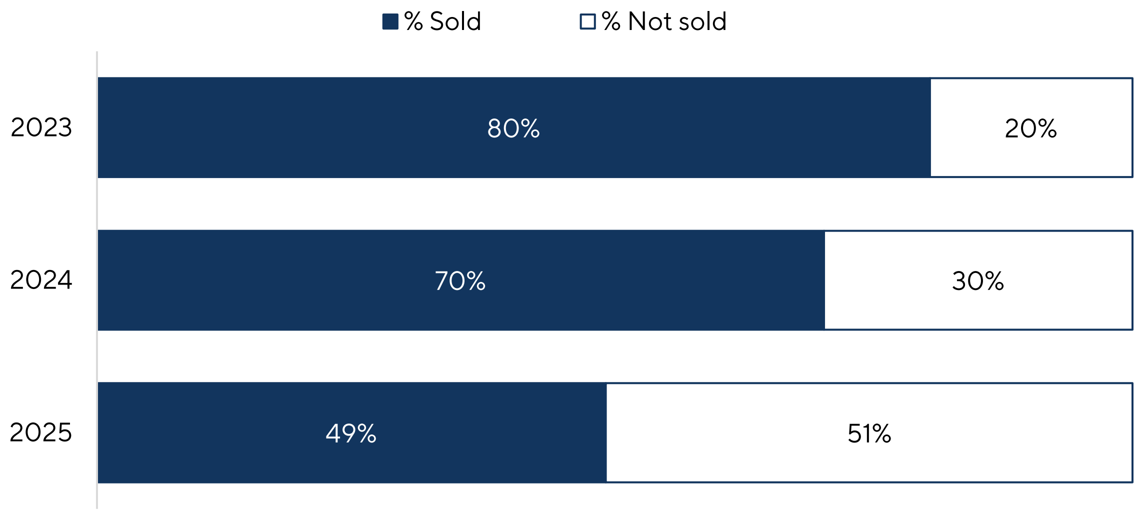
Breakdown by quarter (%Melnick – R$ million):



Breakdown of business units sold in 2022 (% Melnick – R$ million):



% Sold in the Year of Delivery (% Melnick):



DELIVERIES AND WORKS IN PROGRESS

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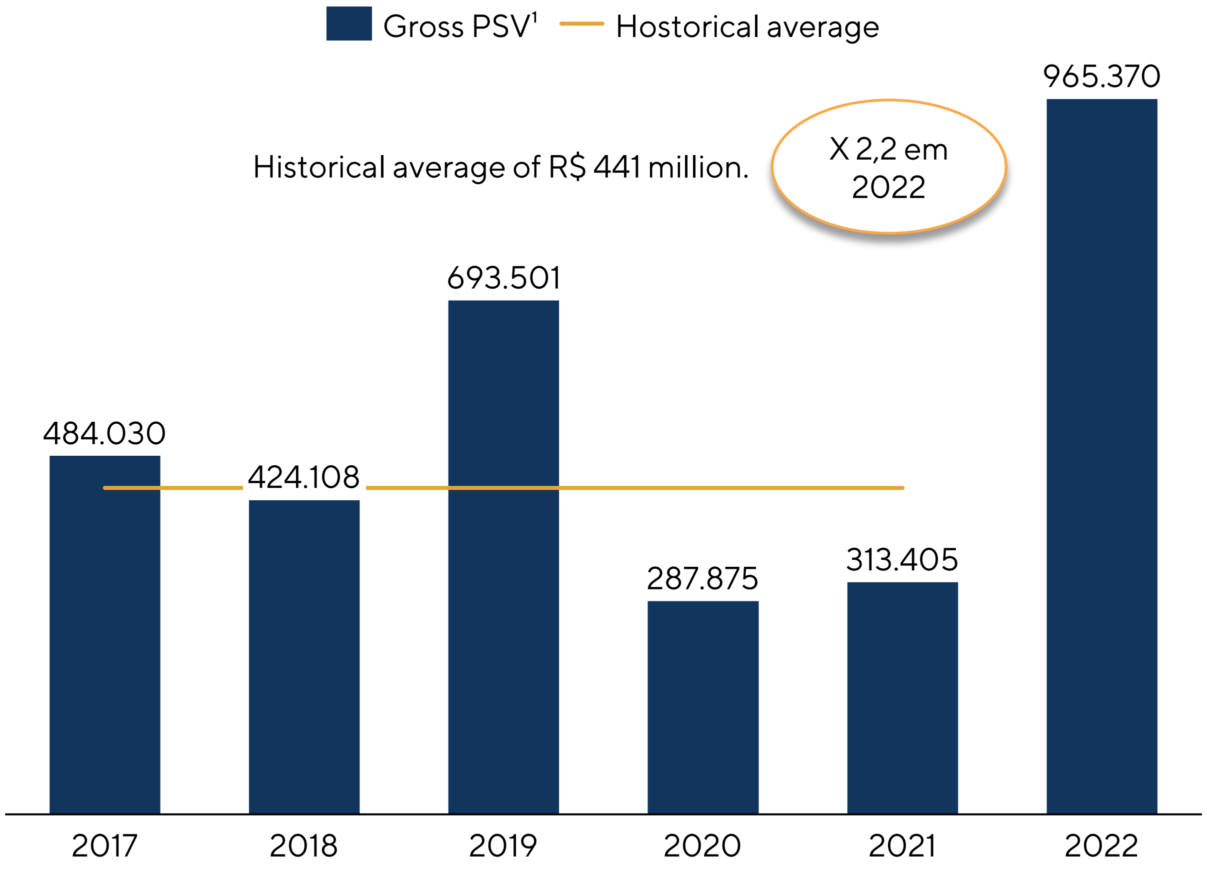
Breakdown of PSV delivered (R$ '000)

Deliveries totaled **1 B in PSV**[1] in the year, the biggest result in the Company's history.



Works in progress

20 Active Construction Sites

45 Towers

+ 3600 Units/Lots

340,000 m²
under construction

R$ 2 B in PSV

(1) PSV of physical swap and sales commissions, gross.

PROJECTS DELIVERED 4Q22

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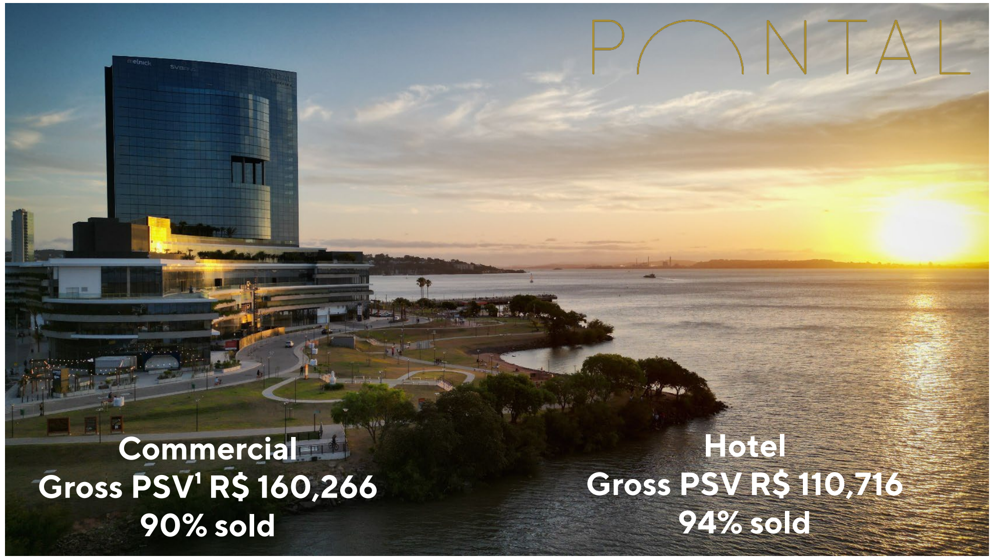
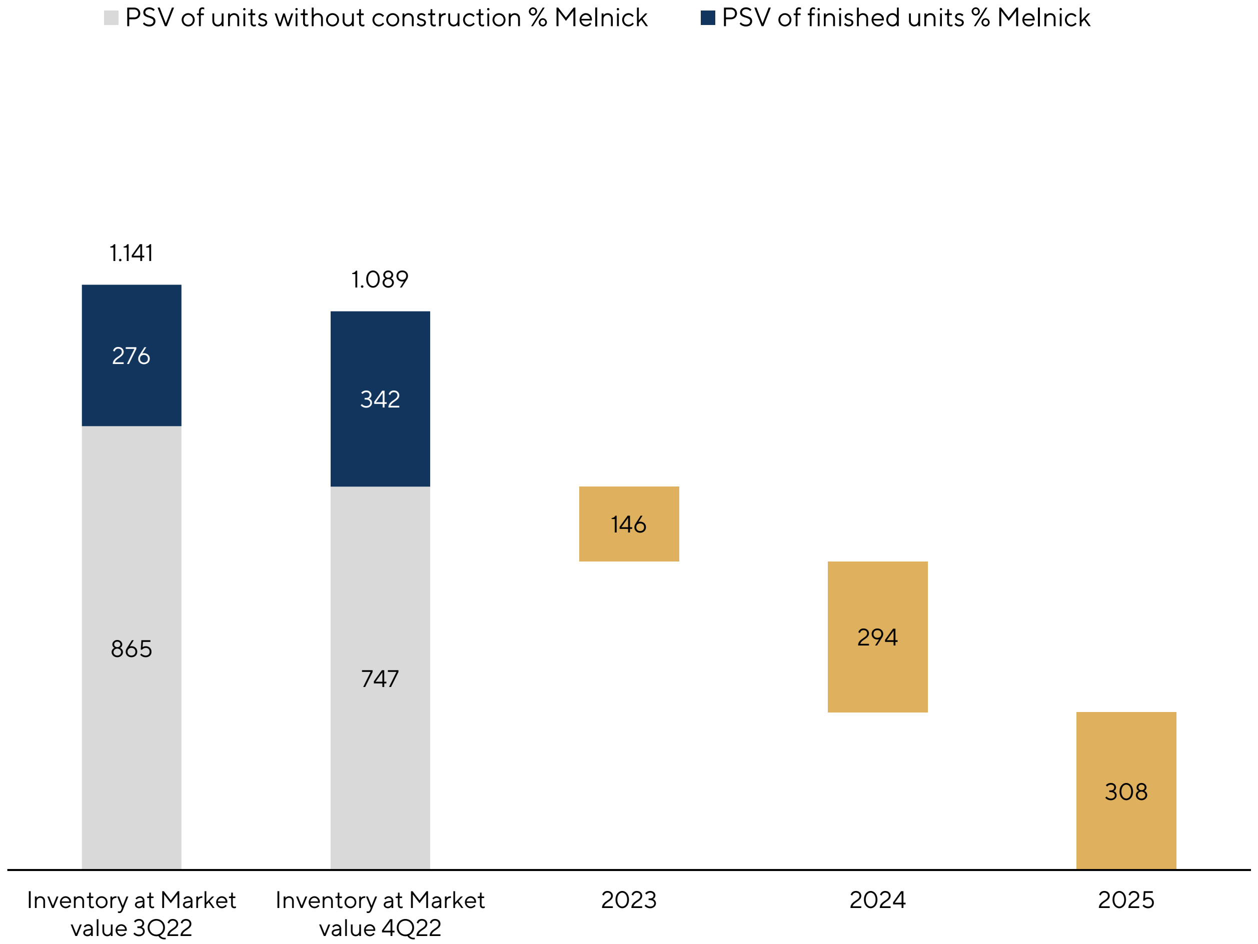


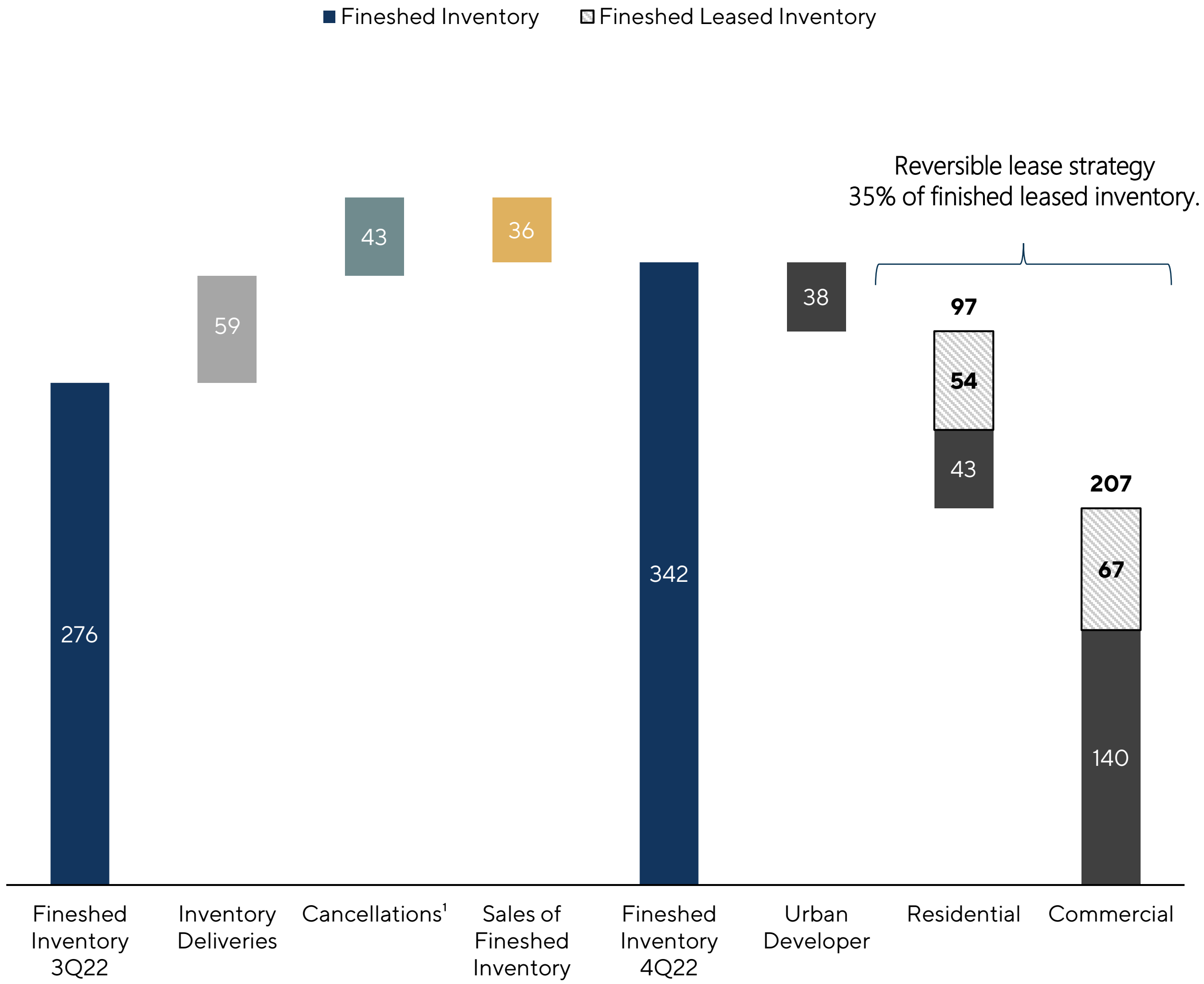
(1) PSV of physical swap and sales commissions, gross.

INVENTORY

Breakdown by year of completion (% Melnick – R$ million):



Finished Inventory (% Melnick – R$ million):



(1) Considering that 100% of the cancellations refer to finished units.

LANDBANK

Operating in **10 cities** in Rio Grande do Sul.

R$ 5.1 B in total PSV

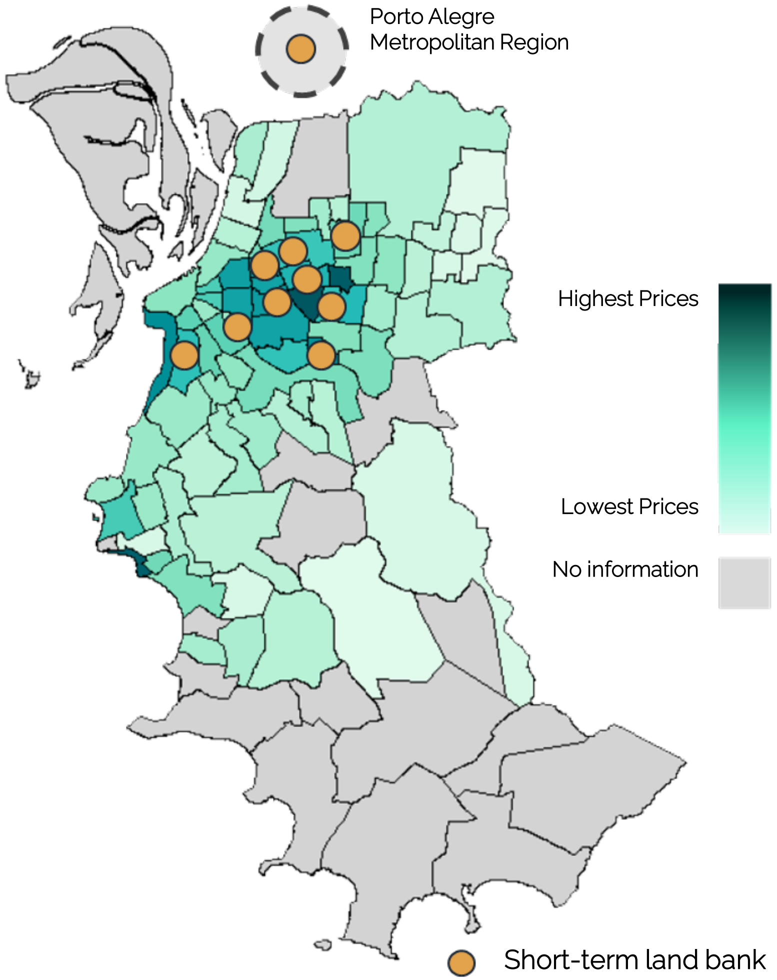
R$ 3.7 B in potential PSV (% Melnick),

30 plots or phases.

R$ 1 B in projects already approved, accounting for **28%** of the land bank.

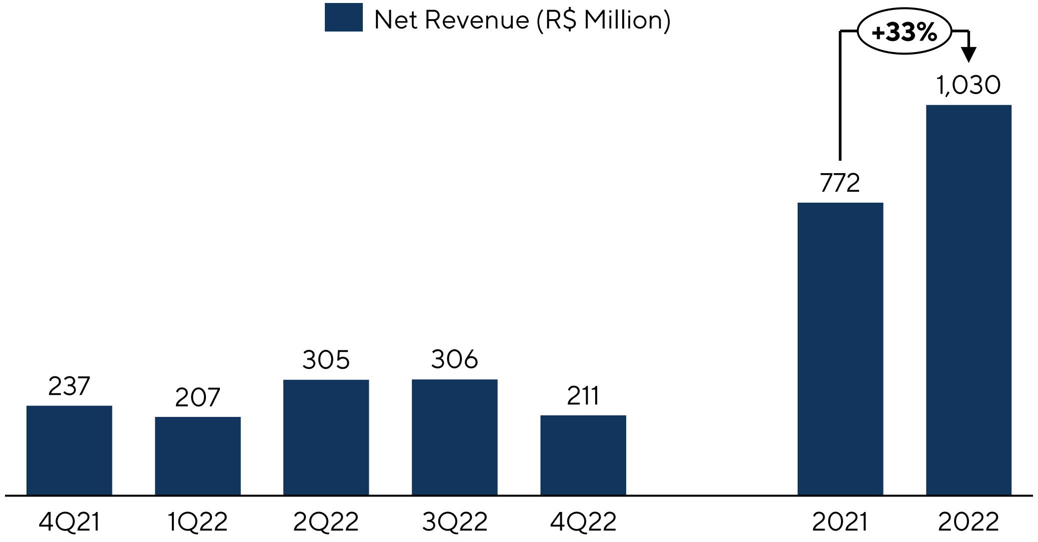
R$ 822 M in potential PSV, purchased in 2022 (%Melnick)

Melnick Landbank in Porto Alegre

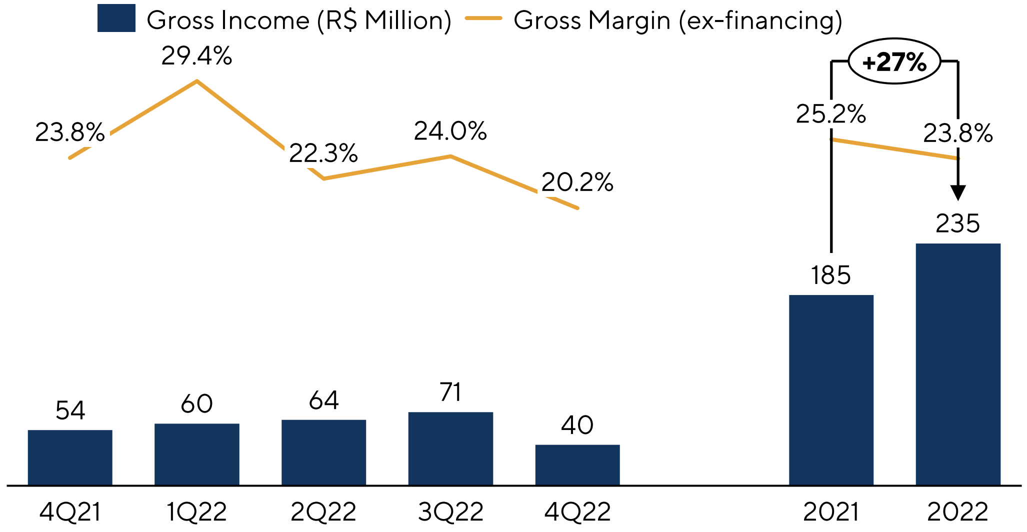


FINANCIAL INDICATORS

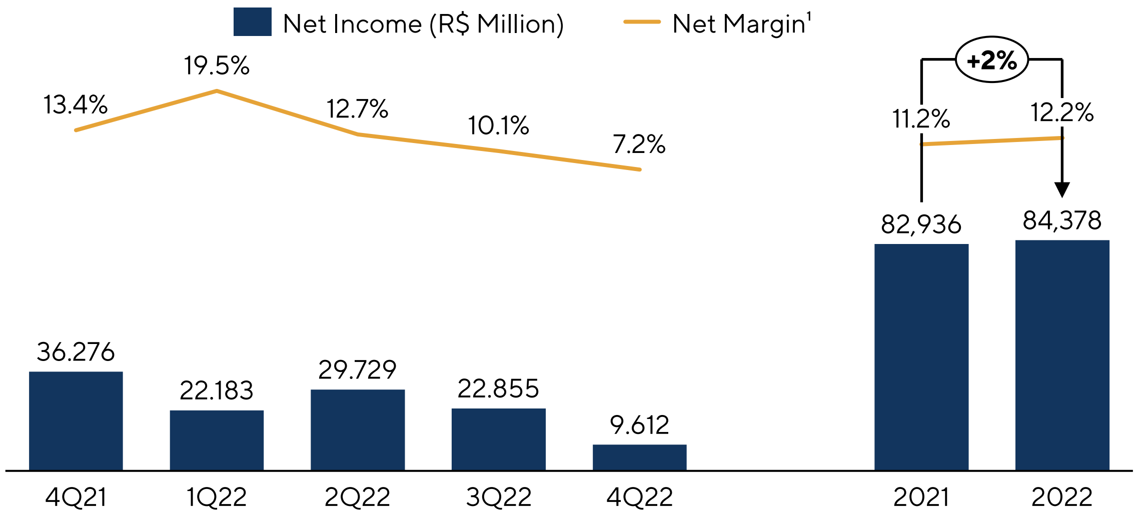
Net revenue breakdown:



Gross Income and Gross Margin Breakdown:



Net Income Breakdown:



[1] Given net income considers minorities' interest, net margin is also related to net income before minorities' interest.

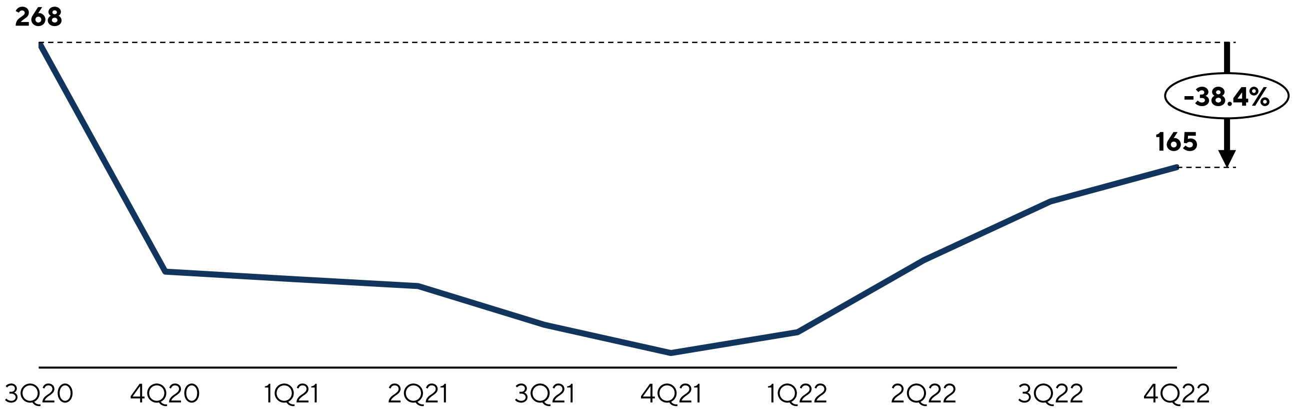
FINANCIAL SOUNDNESS

Capital Structure and Cash Generation

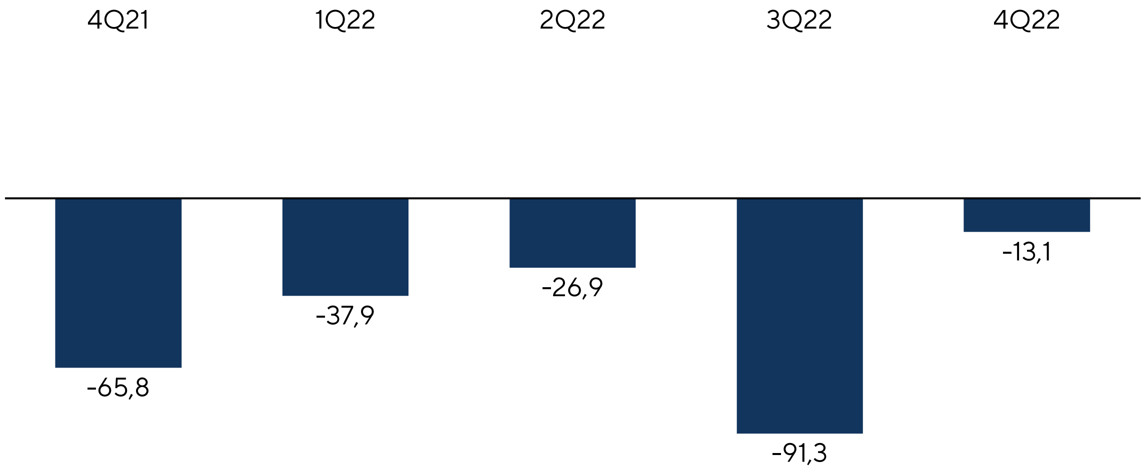
	4Q21	1Q22	2Q22	3Q22	4Q22
Initial Net Debt	-510,0	-388,3	-350,4	-299,1	-200,8
Final Net Debt	-388,3	-350,4	-299,1	-200,8	-187,7
Net Debt Variation	121,8	37,9	51,3	98,3	13,1
Dividends and contributions	-56	-	-24,4	-7	-
Stock buyback	-	-	-	-	-
Cash burn	**65,8**	**37,9**	**26,9**	**91,3**	**13,1**

	dez-22	(R$ million)
SFH Production	-163,7	99%
CRI Production	-1,3	1%
Net Debt	**-165,0**	**100%**
Cash	352,7	
Net Cash	**187,7**	
Equity	**1.206,1**	
Net Cash/PL	**15,6%**	

Indebtedness



Cash burn



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- To ask a question, please click the **#Raise hand#** icon or enter your question and send via **#Q&A#** icon on the bottom of your screen.
- Because of the dynamics, we will announce your names and ask you to make your questions.
- At this time, a request to turn your microphone on will appear on the screen.

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